




2024 WISCONSIN DAIRY PRODUCER SURVEY

Department of Agriculture, Trade and Consumer Protection
PO Box 8911
2811 Agriculture Drive
Madison, WI 53708-8911

<p>Please complete by June 30, 2024, using the postage-paid return envelope provided, or online by following the QR code in the box on the right.</p>	
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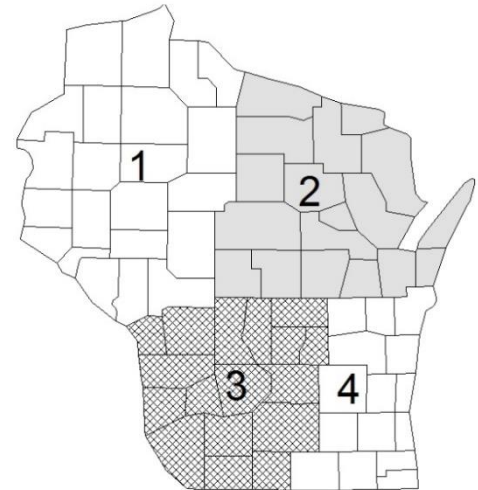
Instructions: “**Dairy Farm**” or “**Operation**” refers to the land owned, rented, or used by you or by the partnership, corporation, or organization named on the address. Enter most recent data unless a specific year/timeframe is indicated.

1. How many cows do you currently milk on your dairy farm?

- 1-9 10-19 20-49
- 50-99 100-199 200-499
- 500-999 1,000-2,499 2,500 or more

2. In what region of the state are the milk cows on your dairy farm located? (Please refer to map)

- Region 1 Region 2
- Region 3 Region 4



3. Which of the following describes your dairy farm production management system? (Check **all that apply**)

- Conventional Organic Managed intensive grazing

4. Do you have cows/calves that reside outside of Wisconsin?

- Yes No If Yes, in which state(s)? ⁷ _____

5. What percent of your female calves do you raise with the intent to use as dairy replacements? ⁸ _____%

6. Do you work with a veterinarian for your dairy animal care on a regular basis? ⁹ Yes No

7. What percent of the feed sources for your dairy herd comes from your operation (i.e., land owned or rented)?

- 100% 80-99% 60-79% 1-59% None

8. Do you work with a nutritionist for your dairy animal feed program? ¹¹ Yes No

9. How do you market your male calves? (Check **all that apply**)

- Dealer Directly to a calf ranch Directly to another farmer
- Feed to market weight Sale barn

10. Which option best describes your ability to access reliable deadstock removal?

- Reliable deadstock rendering is always available
- Reliable deadstock rendering is sometimes available
- Deadstock rendering in my area is unreliable or unavailable
- I do not rely on deadstock rendering services and instead compost carcasses

11. Do you have a nutrient management plan for your dairy farm? ¹⁸ Yes No

If Yes, is your Nutrient Management Plan approved or filed as part of any current agriculture programs or ordinances, (e.g., DATCP training courses, Farmland Preservation, government cost-share, local livestock siting ordinances, or required permits)? ¹⁹ Yes No

12. Do you work with conservation professionals to maintain and improve the land and water on and around your dairy farm? ²⁰ Yes No

If Yes, which of the following conservation professionals do you work with? (*Check **all** that apply*)

²¹ Cooperative or milk processor

²² Farm consultant (e.g., veterinarian, agronomist, nutritionist, geneticist, etc.)

²³ Industry partner (e.g., DBA, PDP, Farm Bureau, etc.)

²⁴ Local, state, or federal government institution (e.g., USDA, DATCP, NRCS, FSA, UW-Madison Division of Extension, public or tech schools, etc.)

²⁵ Watershed group

²⁶ Other (*please specify*) _____

13. Are you currently incorporating cover crop practices for your dairy farm? ²⁷ Yes No

If No, what are your reasons: (*Check **all** that apply*)

²⁸ Cost (equipment, seed, etc.)

²⁹ Lack of information

³⁰ Lack of labor

³¹ Takes too much time

³² Other (*please specify*) _____

14. Which of the following conservation practices/programs do you use on your dairy farm? (*Check **all** that apply*)

³³ Buffer zones

³⁴ Contour strips

³⁵ Diversion ponds

³⁶ Grass waterways

³⁷ Inter-seeding

³⁸ No-till

³⁹ Other (*please specify*) _____

15. Do you utilize any of the following alternative manure handling methods? (*Check **all** that apply*)

⁴⁰ Composting

⁴¹ Digester

⁴² Nutrient recovery system

⁴³ Sand separator

⁴⁴ Other (*please specify*) _____

16. Which of the following **best** describes your dairy farm business arrangement?

⁴⁵ Corporation

Limited Liability Company/Partnership (LLC/LLP)

Partnership

Sole proprietorship

Other (*please specify*) _____

17. Which of the following statements best describes your dairy farm?

⁴⁶ We are a family-owned dairy farm with currently one generation/one family working

We are a family-owned dairy farm with currently one generation/multiple families working

We are a family-owned dairy farm with currently two or more generations working

We are a family-owned dairy farm, operated by non-family employees

We are not a family-owned dairy farm

18. If you are a family-owned dairy farm, for how many generations has the farm been in your family?

⁴⁷ One generation

Two generations

Three generations

Four generations

Five generations

More than five generations

I am not part of a family-owned dairy farm

19. How many employees, including paid family members, are on your dairy farm's payroll? ⁴⁸ _____

20. Do you provide any of the following benefits to employees? (*Check **all** that apply*)

⁴⁹ Bilingual resources

⁵⁰ Childcare

⁵¹ External professional development

⁵² Health insurance

⁵³ Housing

⁵⁴ Paid time off

⁵⁵ Transportation

21. Do you anticipate you will need additional labor within the next two years? ⁵⁶ Yes No

Would you consider hiring a military veteran? ⁵⁷ Yes No

Would you consider hiring a person who has been incarcerated? ⁵⁸ Yes No

Would you consider hiring a first-generation immigrant? ⁵⁹ Yes No

22. Do you think this operation will still be dairy farming in five years? ⁶⁰ Yes No

If Yes, please answer the questions below. If No, skip to question 23.

How many cows do you anticipate milking in five years?

⁶¹ Fewer cows About the same number of cows More cows

How many acres of cropland do you anticipate this operation will crop in five years?

⁶² None Fewer acres About the same number of acres More acres

23. Have you made investments in any of the operational areas listed below within the last five years?

(Check **all that apply**)

⁶³ Agri-tourism

⁶⁴ Dairy cow housing facilities

⁶⁵ Enhanced biosecurity

⁶⁶ Feed handling systems or storage facilities

⁶⁷ Manure systems or storage facilities

⁶⁸ Milking robots

⁶⁹ Milking system or facility

⁷⁰ Other automation (e.g., feeders, feed pushers, etc.)

⁷¹ Renewable energy (e.g., natural gas, solar, wind)

⁷² Specialty crops

24. Do you plan to make any investments in any of the operational areas listed below within the next five years?

(Check **all that apply**)

⁷³ Agri-tourism

⁷⁴ Dairy cow housing facilities

⁷⁵ Enhanced biosecurity

⁷⁶ Feed handling systems or storage facilities

⁷⁷ Manure systems or storage facilities

⁷⁸ Milking robots

⁷⁹ Milking system or facility

⁸⁰ Other automation (e.g., feeders, feed pushers, etc.)

⁸¹ Renewable energy (e.g., natural gas, solar, wind)

⁸² Specialty crops

Please answer the remaining questions on farm succession for the **person most responsible** for the day-to-day operation and decision making on the dairy farm.

25. What is your age? ⁸³ Under 35 35-49 50-64 65 or older

26. In what year did you begin to manage this dairy farm? ⁸⁴ _____

27. What percent of your household's **net** income comes from off-farm employment:

⁸⁵ None 1-25% 26-50% 51-75% More than 75%

28. When do you estimate you will retire from dairy farming?

⁸⁶ In less than 5 years In 5 – 10 years In 11 – 20 years In 21 or more years from now

29. Have you identified a successor who will eventually take over the management of your dairy farm? ⁸⁷ Yes No

If Yes, what relation is that person to you?

⁸⁸ Spouse

⁸⁹ Child/children

⁹⁰ Other family

⁹¹ Non-family

30. What do you anticipate will happen to your operation when you retire? (*Check only one*)

- 92 Farm will be turned over to successor(s) who will continue milking
- Farm will be turned over to successor(s) who will continue farming, but not milking
- Farm will be sold to another farmer Farm will be rented/leased to another farmer
- Farm will be sold for non-farm use Farm will be left idle Unsure or do not have a plan right now

31. If your dairy farm has a succession plan, check the first option. If not, check what you believe are your **primary** barriers to a successful dairy farm succession. (*Check your top 3 barriers*)

- 93 I have a succession plan that I believe will be successful
- 94 Access to professionals to help with the process
- 95 Cost of professional service providers to document and formalize plan
- 96 Financial capacity of the dairy farm to allow more owners into the business
- 97 Ideas about the future of the dairy farm too different among family members and/or partners
- 98 Lack of communication about the plan among family members and/or partners
- 99 No successor
- 100 Resistance to change
- 101 Too much debt currently on the assets
- 102 Uncertainty where to begin

32. In addition to low milk prices, what are the primary challenges to continue milking on your farm?
(*Please check your top 3 challenges*)

- 103 Access to affordable health insurance
- 104 Access to land
- 105 Aging facilities
- 106 Continued access to a milk buyer
- 107 Continued access to milk hauling
- 108 Extreme weather conditions
- 109 Inability to find labor
- 110 Manure management/disposal
- 111 Managing day-to-day expenses (paying open accounts, short-term production loans, etc.)
- 112 Managing long-term debt (real-estate loans, loans for capital expenses, etc.)
- 113 Regulations

33. In addition to low milk prices, what will be the top challenges to Wisconsin's dairy industry over the next five years?
(*Please check what you believe to be the top 3 dairy industry challenges*)

- 114 Access to affordable health insurance
- 115 Access to capital
- 116 Animal disease threats
- 117 Balancing milk supply/demand
- 118 Changing weather patterns
- 119 Consumer expectations
- 120 Groundwater concerns
- 121 Inability to find labor
- 122 Plant based foods
- 123 Processing capacity
- 124 Regulations
- 125 Trade policies

Thank you for completing this survey! We know you are busy and appreciate your help. If you have any comments you would like to share, write them here (or on an additional piece of paper) and include them in the return envelope provided.

34. Other Comments:
